

Message Text

CONFIDENTIAL

PAGE 01 SANA 00058 050832Z
ACTION NEA-10

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FM AMEMBASSY SANA
TO AMEMBASSY JIDDA
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C O N F I D E N T I A L SANA 058

E.O. 11652: GDS
TAGS: ELTN, SA, YE
SUBJECT: ROADS TO SAUDI ARABIA

1. YARG HAS ANNOUNCED THAT CONTRACTS FOR ALL-WEATHER ROADS IN YEMEN FROM JIZAN AND NAJRAN WILL BE TENDERED BY END OF JANUARY. SAUDI FUND IS FINANCIER BUT YARG SOURCES SAY THAT SAG WILL REPAY FUND, NOT YARG, MAKING THIS A GRANT PROJECT. YEMENIS WILL ALSO GET TO TENDER CONTRACTS, WHICH HAVE BEEN PREPARED BY US FIRM WILSON-MURROW. YARG WILL NOT RPT NOT MAKE USE OF SHORT LIST, BUT DO FULL INTERNATIONAL TENDER, WHICH WILL GIVE US COMPANIES FULL CHANCE TO BID, UNLIKE IN PAST.

2. NOT CLEAR YET WHETHER ROADS WILL BE TENDERED SEPARATELY OR TOGETHER. JIZAN ROAD IS 271 KILOMETERS AND NAJRAN ROAD IS 71 KILOMETERS BUT LATTER PASSES THROUGH VERY ROUGH MOUNTAINS AND IS IN AREA WHICH NOT RPT NOT CONTROLLED BY YARG GOVERNMENT. AREA IS PEACEFUL BUT CONSTRUCTION WILL CALL FOR SOME DIPLOMACY. YARG OFFICIALS ESTIMATE VALUE OF BOTH ROADS WILL BE \$100 MILLION BUT WILSON-MURROW OFFICIA TOLD EMBOFF TWO YEARS AGO THAT COST MIGHT BE TWICE THAT MUCH. YEMENI OFFICIALS APPARENTLY
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HOPE TO KEEP DOWN COSTS BY COMPANY WHICH USE OF INDIAN RPT INDIAN WORKERS, WHOSE SERVICES HAVE BEEN NEGOTIATED IN PAST MONTH BY YARG MISSION TO DELHI.

3. FOR JIDDA: YEMENI OFFICIALS SAY THAT WILSON-MURROW IS ON SO-CALLED SHORT LIST OF TEN COMPANIES

WHICH HAS BEEN BEEN PREPARED TO ALLOW YARG TO PICK
CONSULTANT. WILSON-MURROW IS ALLEGED FRONT-
RUNNER THIS COMPETITION, AND ONLY US COMPANY. WE
WILL BE HAPPY RECOMMEND IT LOCALLY.

4. BEGIN CONFIDENTIAL: ROADS WERE PROMISED IN
1970 AND TENDERING NOW, AFTER MANY DELAYS, IS CLEAR
SIGN OF SAUDI SUPPORT FOR GHASHMI. ROADS WILL OPEN
UP NORTH AND SUPPLY YEMEN WITH VITAL TRUCK ROUTE TO
OUTSIDE WORLD. YEMENIS ARE VERY PLEASED. SO FAR
NO ONE HERE HAS ADMITTED THAT IT STRINGE FOR YARG
TO HIRE INDIANS. AFTER ALL, DON'T YEMENIS WORK IN
SAUDI ARABIA? END CONFIDENTIAL.
SCOTES

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